

PRASAD SHIVRAM GANGURDE

Senior Business Development Professional | Strategic Sales Leader | Market Expansion Specialist

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PROFESSIONAL SUMMARY

Dynamic Business Development Leader with 5+ years of proven expertise in driving revenue growth, market expansion, and strategic partnerships across technology-driven industries. Demonstrated success in building sustainable business relationships across diverse clientele including B2B, B2C, B2G, and B2B2C segments, managing complex sales cycles, and delivering consistent results in competitive markets. Strong technical acumen combined with exceptional relationship management skills and cross-functional leadership capabilities.

CORE COMPETENCIES

Business Development & Sales

- Strategic Market Penetration & Expansion
- Revenue Growth & Sales Forecasting
- Partnership Development & Management
- Lead Generation & Conversion Optimization

Technical & Analytical

- Project Estimation & Risk Assessment
- Market Research & Competitive Analysis
- Technical Solution Development
- Policy & Regulatory Framework Navigation

Leadership & Management

- Cross-Functional Team Leadership
- Stakeholder Relationship Management
- Process Optimization & Workflow Design
- Performance Analytics & Reporting

Client Relations

- Consultative Selling & Needs Assessment
- Customer Success & Retention Management
- Negotiation & Contract Management
- Thought Leadership & Industry Advisory

PROFESSIONAL EXPERIENCE

Revenue Head

September 2025 - Present

Ayka Control Systems, Mumbai

- **Revenue Leadership:** Leading comprehensive revenue generation strategies and business development initiatives across all organizational verticals
- **Strategic Growth:** Driving market expansion and revenue optimization through data-driven insights and strategic partnerships
- **Team Management:** Overseeing sales and business development teams to achieve organizational revenue targets and growth objectives
- **Market Development:** Identifying and capitalizing on new market opportunities to maximize revenue potential and competitive positioning

Independent Business Consultant

February 2025 - September 2025

Freelance Consulting, Mumbai

- **Strategic Advisory:** Provided specialized business consulting services to Electric Vehicle Charging infrastructure companies, guiding strategic market entry and operational optimization
- **Real Estate Integration:** Collaborated with Real Estate stakeholders to seamlessly integrate EV charging infrastructure into existing and new development projects
- **Regulatory Compliance:** Ensured client projects aligned with Maharashtra State Electric Vehicle Policy guidelines and government regulatory frameworks
- **Policy Navigation:** Facilitated smooth project implementation through comprehensive understanding of state government requirements and approval processes
- **Training & Education:** Conducted paid lectures and training sessions for Resident Welfare Associations (RWAs) on EV charging infrastructure implementation and associated benefits
- **Academic Engagement:** Delivered certified paid lecture on "Development of EV charging infrastructure and charging protocols" at Vivekanand Education Society's Faculty Development Program, training 150+ professors and receiving official certification for educational contribution

Senior Business Development Manager

August 2024 - February 2025

Bolt.Earth, Mumbai

- **Market Leadership:** Spearheaded business expansion initiatives across multiple industry verticals, achieving significant market penetration and establishing company presence in new sectors
- **Strategic Partnerships:** Developed and maintained high-value partnerships with 15+ enterprise clients, resulting in sustained revenue growth and enhanced market positioning
- **Advisory Excellence:** Provided comprehensive guidance on regulatory compliance and industry best practices, positioning organization as trusted advisor to key stakeholders
- **Revenue Impact:** Contributed to substantial revenue growth through strategic client acquisition and retention programs

Business Development Manager

February 2024 - August 2024

Tecso ChargeZone, Mumbai

- **Strategic Planning:** Developed comprehensive expansion roadmap identifying growth opportunities across key market segments and geographic regions
- **Market Analysis:** Conducted detailed market assessments and competitive analysis, identifying 20+ strategic opportunities for business growth
- **Process Innovation:** Streamlined lead generation and sales processes, improving conversion rates by 25% and reducing sales cycle duration
- **Network Development:** Successfully expanded business footprint across Maharashtra and neighboring regions through strategic market entry initiatives

Assistant Manager - Sales & Program Manager

August 2022 - February 2024

Lubi EV Solutions, Mumbai

- **Sales Leadership:** Managed comprehensive sales operations including strategic planning, business development, and portfolio management for existing and new client relationships
- **Performance Management:** Developed accurate sales forecasts and performance metrics, consistently achieving 95%+ quarterly targets
- **Team Development:** Mentored and guided junior team members, driving collective performance improvement and knowledge transfer
- **Data Analytics:** Analyzed operational data to generate actionable insights and performance reports for senior management decision-making
- **Project Coordination:** Successfully managed multiple concurrent projects while maintaining delivery excellence and resource optimization

Business Development Executive & Sales Specialist

February 2020 - August 2022

Magenta Mobility, Mumbai

- **Market Intelligence:** Conducted comprehensive market research and competitive analysis to identify high-potential business opportunities across diverse industry sectors
- **Sales Pipeline Management:** Built and managed robust sales funnels from lead generation through contract closure, maintaining consistent conversion rates
- **Client Acquisition:** Executed multi-channel sales approaches including relationship building, networking, and strategic outreach to expand customer base
- **Revenue Optimization:** Identified and capitalized on cross-selling opportunities, increasing average deal value and customer lifetime value
- **Strategic Implementation:** Developed and executed targeted sales strategies resulting in measurable revenue growth and enhanced customer satisfaction
- **Project Analysis:** Prepared comprehensive budget estimates for large-scale projects, ensuring cost-effective delivery and optimal resource allocation
- **Risk Management:** Identified and mitigated potential cost risks, maintaining estimation accuracy within 5% variance
- **Technical Excellence:** Analyzed technical specifications and requirements to ensure accurate assessments and competitive positioning

EDUCATION






Bachelor of Engineering (B.E.) - Mechanical Engineering

University of Mumbai | 2016 - 2019

Diploma in Mechanical Engineering

Maharashtra State Board of Technical Education (M.S.B.T.E.) | 2013 - 2016

KEY ACHIEVEMENTS

- **Revenue Growth:** Consistently exceeded quarterly sales targets with 95%+ success rate across multiple organizations
- **Team Leadership:** Mentored 10+ junior professionals, contributing to overall organizational performance improvement
- **Relationship Building:** Built and maintained strategic relationships with 50+ key industry stakeholders and decision-makers
- **Process Optimization:** Implemented workflow improvements resulting in 25% increase in lead conversion rates
- **Market Expansion:** Successfully expanded business partnerships across 15+ enterprise projects, contributing to 30% network growth
- **Strategic Impact:** Developed and executed market entry strategies that established company presence in new industry verticals

TECHNICAL PROFICIENCIES

Business Systems

CRM Platforms, Sales Analytics Tools, Project Management Software, MS Office Suite

Technical Skills

AutoCAD, Project Estimation Software, Technical Documentation, Specification Analysis

Analytical Tools

Market Research Platforms, Performance Analytics, Financial Modeling, Forecasting Tools

Industry Knowledge

Technology Solutions, Infrastructure Development, Regulatory Frameworks, Market Dynamics

PROFESSIONAL ATTRIBUTES

Strategic Thinking

Ability to identify market opportunities and develop comprehensive business strategies

Relationship Management

Exceptional interpersonal skills with proven ability to build lasting professional relationships

Adaptability

Quick learner with demonstrated success in rapidly evolving industries and market conditions

Results-Oriented

Consistent track record of meeting and exceeding performance targets and business objectives

Leadership

Natural ability to inspire and guide teams toward achieving collective goals and organizational success